

**McNAIR LAW FIRM, P.A.**  
ATTORNEYS AND COUNSELORS AT LAW

BANK OF AMERICA TOWER/1301 GERVAIS STREET  
COLUMBIA, SOUTH CAROLINA 29201

MAILING ADDRESS:  
POST OFFICE BOX 11390  
COLUMBIA, SOUTH CAROLINA 29211  
TELEPHONE 803/799-9800  
FACSIMILE 803/799-9804

**ANDERSON OFFICE**  
CAROLINA FIRST BANK BUILDING  
201 NORTH MAIN STREET  
ANDERSON, SC 29621  
TELEPHONE 864/226-1688  
FACSIMILE 864/225-6456

**CHARLESTON OFFICE**  
140 EAST BAY STREET  
POST OFFICE BOX 1431  
CHARLESTON, SC 29402  
TELEPHONE 843/723-7831  
FACSIMILE 843/722-3227

**GEORGETOWN OFFICE**  
121 SCREVEN STREET  
POST OFFICE DRAWER 418  
GEORGETOWN, SC 29442  
TELEPHONE 843/546-6102  
FACSIMILE 843/546-0096

**GREENVILLE OFFICE**  
105 EAST NORTH STREET  
POST OFFICE BOX 447  
GREENVILLE, SC 29602  
TELEPHONE 864/271-4940  
FACSIMILE 864/271-4015

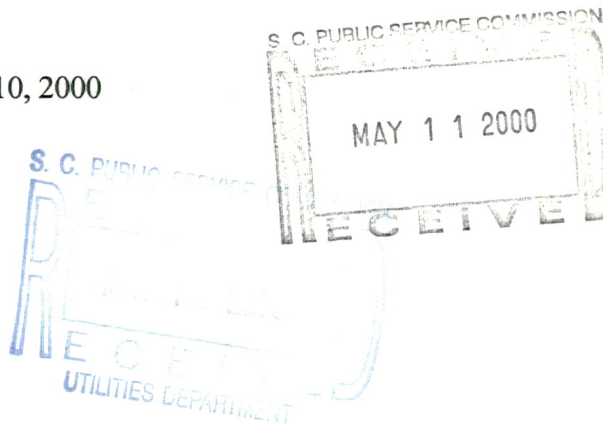
**HILTON HEAD ISLAND OFFICE**  
THE JADE BUILDING, SUITE 204  
52 NEW ORLEANS ROAD  
POST OFFICE DRAWER 7787  
HILTON HEAD ISLAND, SC 29938  
TELEPHONE 843/785-5169  
FACSIMILE 843/842-3310

**MYRTLE BEACH OFFICE**  
FOUNDERS CENTRE/SUITE 403  
2411 OAK STREET  
MYRTLE BEACH, SC 29577  
TELEPHONE 843/444-1107  
FACSIMILE 843/444-4729

**SPARTANBURG OFFICE**  
SPARTAN CENTRE/SUITE 306  
101 WEST ST. JOHN STREET  
POST OFFICE BOX 5137  
SPARTANBURG, SC 29304  
TELEPHONE 864/542-1300  
FACSIMILE 864/542-0705

May 10, 2000

Mr. Gary E. Walsh, Executive Director  
Public Service Commission of South Carolina  
Koger Center, Saluda Building  
101 Executive Center Drive  
Columbia, South Carolina 29210



Re: *Application of South Carolina Net, Inc. for a Certificate of Public Convenience and Necessity to Provide Local Exchange Service to Customers Located in Certain Areas of the State of South Carolina Currently Being Served by BellSouth Telecommunications, Inc., GTE South, Inc., and United Telephone Company of the Carolinas, Inc.*  
Docket: 2000-0121-C

Dear Mr. Walsh:

Enclosed for filing on behalf of South Carolina Net, Inc., please find the original and twenty-five (25) copies of the Testimony of W. J. Jordan in the above-referenced matter.

Please date stamp and return one copy with our courier. If you have any questions regarding this filing, please do not hesitate to call.

Sincerely,

Margaret M. Fox

MMF/hkb

Enclosure

**STATE OF SOUTH CAROLINA**  
**BEFORE THE**  
**SOUTH CAROLINA PUBLIC SERVICE COMMISSION**

**DOCKET NO. 2000-0121-C**

IN RE:

Application of South Carolina Net, Inc. for a Certificate  
of Public Convenience and Necessity to Provide  
Local Exchange Service to Customers Located in  
Certain Areas of the State of South Carolina Currently  
Being Served by BellSouth Telecommunications, Inc.,  
GTE South, Inc., and United Telephone Company of  
the Carolinas, Inc.

**POSTED**  
00511-00



**TESTIMONY OF W.J. JORDAN**

1    **Q.    PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

2    **A.    My name is W.J. Jordan. My business address is 1426 Main Street, Suite 1000, Columbia,**  
3            **South Carolina 29201.**

5    **Q.    BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY ARE YOU**  
6            **EMPLOYED?**

7    **A.    I am President and Chief Executive Officer of South Carolina Net, Inc.**

RETURN DATE: OK 01  
SERVICE: OK 01

1   **Q.   PLEASE BRIEFLY OUTLINE YOUR EDUCATION, TRAINING, AND**  
2   **EXPERIENCE IN THE TELEPHONE INDUSTRY.**

3   **A.**   I have spent my entire professional career in the telecommunications industry. I graduated  
4   from the University of South Carolina with a BS degree in Marketing in December 1975.  
5   Upon graduation, I joined General Telephone of the Southeast and worked in marketing  
6   positions in Sumter prior to relocating to Durham, North Carolina to serve as the State  
7   Government Administrator for eight southeastern states. I left GTE to become Manager of  
8   Systems Communications in the Office of Management Information Systems, Division of  
9   General Service for the State of South Carolina in October 1981. On July 1, 1983, I was  
10   named Vice-President of Communications at South Carolina National Bank. I was responsible  
11   for all voice and data communications and the Information Center for 160 branches statewide.  
12   I left SCN to become Director of Network Sales at Telecom\*USA on December 1, 1989. I  
13   was Senior Manager of the South Carolina branch of Business Services. In this position, I was  
14   responsible for marketing, technical support and customer service until I left to join South  
15   Carolina Net.

16  
17   I have served as Chairman of the Southern Bell Large Users Council and as past President of  
18   the South Carolina Telecommunications Managers Association. I have also served on the  
19   Board of Directors of the Greenville Symphony as well as Telecommunications Advisory  
20   Boards at Midlands Technical College and Greenville Technical College. I have served on  
21   various executive program and advisory committees of the International Communications  
22   Association, American Banking Association, Southeastern Telecommunications Association

1 and the Armed Forces Communications and Electronics Association. In 1997, I was appointed  
2 to serve on the Commission on the Future of Clemson University and on the College of  
3 Business Administration Special Gifts Committee for the Bicentennial Campaign at the  
4 University of South Carolina.

5 **Q. ON WHOSE BEHALF ARE YOU TESTIFYING HERE TODAY AND WHAT IS THE**  
6 **PURPOSE OF YOUR TESTIMONY?**

7 **A.** I am testifying on behalf of South Carolina Net, Inc. The purpose of my testimony is to  
8 describe the services South Carolina Net, Inc. proposes to provide, to describe the geographic  
9 areas that South Carolina Net, Inc. seeks to serve, and to demonstrate that South Carolina Net,  
10 Inc. possesses sufficient technical, financial, and managerial resources to provide local  
11 exchange telecommunications services within the defined areas of the State of South Carolina.

12 **Q. PLEASE GIVE A BRIEF OVERVIEW OF SOUTH CAROLINA NET, INC.**

13 **A.** South Carolina Net was incorporated in the State of South Carolina in December 1991. By  
14 Order No. 92-333, dated May 13, 1992 and issued in Docket No. 92-113-C, this Commission  
15 granted South Carolina Net a certificate of public convenience and necessity to operate as a  
16 reseller of intrastate interexchange telecommunications services in the State of South Carolina.

17 **Q. WHAT SERVICES DOES SOUTH CAROLINA NET PROPOSE TO PROVIDE?**

18 **A.** South Carolina Net is requesting authority from the Commission to provide local exchange and  
19 exchange access services to both residential and business customers. A detailed description  
20 of the proposed services is contained in South Carolina Net's illustrative tariff, which is  
21 Attachment D to the application.

1 **Q. IN WHAT EXCHANGE OR GEOGRAPHIC AREAS DOES SOUTH CAROLINA NET**  
2 **SEEK TO PROVIDE THE PROPOSED SERVICES?**

3 **A.** South Carolina Net seeks authority to provide its services to customers located in the State  
4 of South Carolina in areas presently served by BellSouth Telecommunications, Inc., GTE  
5 South, Incorporated, and United Telephone Company of the Carolinas, Inc.

6 **Q. DOES SOUTH CAROLINA NET POSSESS SUFFICIENT TECHNICAL AND**  
7 **MANAGERIAL RESOURCES TO PROVIDE THE SERVICES FOR WHICH IT**  
8 **REQUESTS AUTHORITY?**

9 **A.** Yes. South Carolina Net possesses sufficient technical and managerial resources to provide  
10 the services for which it requests authority. South Carolina Net has been providing  
11 telecommunications services in South Carolina since 1993, and South Carolina Net's officers  
12 and managers have extensive experience in the provision of telecommunications services in  
13 South Carolina. Each member of South Carolina Net's executive-level management has  
14 professional telecommunications experience. James Thompson, Vice President of South  
15 Carolina Net, has over 29 years telecommunications experience in administration,  
16 management, technical support, customer service, and installation. Mark Stokes, Senior  
17 Manager of Business Development and Customer Service, has 19 years telecommunications  
18 experience in administration, management, training, sales management, and customer service.  
19 Rick Watters, who oversees South Carolina Net's Network Support, has more than 21 years  
20 telecommunications experience in complex technical, technical training, installation,  
21 troubleshooting, repair, and supervisory positions.

1 **Q. DOES SOUTH CAROLINA NET POSSESS SUFFICIENT FINANCIAL RESOURCES**  
2 **TO PROVIDED THE PROPOSED SERVICES FOR WHICH IT REQUESTS**  
3 **AUTHORITY?**

4 **A.** Yes. As shown in the financial statements attached to the application as Attachment C, South  
5 Carolina Net is a financially sound company. South Carolina Net has operated as a reseller  
6 of interexchange telecommunications services in South Carolina since 1993.

7 **Q. WILL GRANTING SOUTH CAROLINA NET'S REQUEST SERVE THE PUBLIC**  
8 **INTEREST?**

9 **A.** Yes. The public interest of the citizens of South Carolina will be served by granting this  
10 Application. The service provided by South Carolina Net will meet all service standards that  
11 the Commission may adopt, and the provision of the service will not adversely impact the  
12 availability of affordable local exchange service in South Carolina. South Carolina Net will  
13 actively participate in the support of universally available telecommunications services at  
14 affordable rates. South Carolina Net will enhance competition in the State of South Carolina  
15 by offering additional service offerings and high quality service to South Carolina  
16 telecommunications consumers.

17 **Q. IS SOUTH CAROLINA NET REQUESTING FLEXIBLE REGULATION OF ITS**  
18 **LOCAL EXCHANGE SERVICE OFFERINGS?**

19 **A.** Yes. South Carolina Net requests that the Commission regulate its local exchange  
20 telecommunications services in accordance with the principles and procedures established for  
21 flexible regulation in Order No. 98-165 in Docket No. 97-467-C. Specifically, South Carolina

1 Net requests that the Commission adopt for South Carolina Net a rate structure incorporating  
2 maximum rate levels with the flexibility for adjustment below the maximum rate levels.  
3 Further, South Carolina Net requests that its tariff filings be presumed valid upon filing,  
4 subject to the Commission's right within thirty (30) days to institute an investigation of the  
5 tariff filings, in which case such tariff filings would be suspended pending further order of the  
6 Commission, and that any tariff filing will be subject to the same monitoring process as  
7 similarly situated competitive local exchange carriers.

8 **Q. WHAT WOULD YOU HAVE THE COMMISSION DO IN REGARD TO THIS**  
9 **APPLICATION FILED BY SOUTH CAROLINA NET?**

10 **A.** South Carolina Net would respectfully request that the Commission approve this application  
11 for the provision of local telecommunications services and other telecommunications services  
12 as represented in the illustrative tariff filed with this Commission as Attachment D to the  
13 Application.

14 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

15 **A.** Yes, it does.